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NUMBER 2

C A T A L O G U E

ALBERTA

INVESTMENT

MATCHING

SERVICE

OF ALBERTA



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CATALOGUE

The Investment Matching Service of Alberta

(IMSA) assists Alberta businesses to grow by attracting direct equity investment or establishing strategic alliance partnerships.

Alberta based businesses of all sizes and a global network of investors and strategic alliance partners are registered with IMSA. Using IMSA's computer database program, companies' needs are matched with investors or strategic partners. Based on company business plans, IMSA develops and maintains a profile for each strategic alliance or equity opportunity.

Opportunities registered with IMSA may be eligible for approval under the Alberta and Canadian Guidelines of the Entrepreneurial Immigration component of the Business Immigration Program.

Business opportunities registered with IMSA are marketed to a global network of investors/strategic alliance partners through a variety of methods.

- Registered investors and strategic alliance partners receive profiles of new and/or updated opportunities meeting their criteria as they become available.
- The Investment Matching Service of Alberta Catalogue is distributed to the network twice a year. It focuses on the new and updated Alberta business opportunities registered with IMSA within the six months prior to printing.
- IMSA's web site contains numerous Alberta business opportunities listed by industry sector. Users can request profiles of business opportunities of interest. In addition, users can register with IMSA on-line either as an Alberta business seeking assistance or as an investor or strategic alliance partner seeking business opportunities within Alberta. The address is <http://www.edt.gov.ab.ca/imsa>
- Investment Perspectives of key industry sectors in Alberta are regularly produced and distributed to the global network. In addition to a brief overview of the industry, the Perspectives include profiles of approximately 20 companies actively seeking strategic alliances within each industry sector.

- For further information on opportunities listed in this Catalogue, please forward the response form on the back page of this publication indicating which profiles you would like to receive. Please note that additional business opportunities in a variety of industry sectors are also available upon request.

To register with IMSA either as:

- an investor or strategic alliance partner seeking business opportunities, or
- an Alberta company seeking investment capital or a strategic alliance partner

please complete the form at the back of this publication. A registration package will be sent to you.

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The Province of Alberta and its agents assume no responsibility for the accuracy of information provided under the Investment Matching Service of Alberta nor for ensuring compliance with any statutory or regulatory requirements.

AGRI-BUSINESS**1629****Production of
Silkie Chickens and Quails**

Bry-Conn Developments Inc. is a producer and distributor of silkie chickens and quail eggs. Historically, the products have been sold primarily to the Chinese and Japanese communities however, non-ethnic groups are showing much curiosity in these products due to their unique characteristics. Silkies are medicinal birds that are mixed with herbs in soups to provide nutritional aids to pregnant women, people recovering from surgery, and the chronically ill. Quail eggs are used in a variety of ways including soups, pickling, and deli trays. Since being incorporated in 1994, this Adrossan "family farm" company has shown significant increase in sales. Bry-Conn is seeking an investor to purchase this turnkey operation for \$320,000. This package includes all stock, equipment, a 1570 square foot home, plus many other amenities. The purchase date is negotiable.

1609**Cattle Breed
Production System Export**

Agritech Marketing Ltd. of Evansburg is a cattle/beef management export company that has established a business model for herd development and embryo/semen development by which boutique beef is introduced into the marketplace. The company and its Australian partner have successfully introduced the Mini Hereford breed in Australia as an alternative beef source for Southeast Asia. Agritech has also secured the rights to market and promote the Lowline Angus breed. The company plans to duplicate its success

with licensing agreements in Australia with a European entity. Approximately \$1 million (U.S.) will purchase assets (cattle, embryo, semen), establish a training and marketing strategy utilizing existing Agritech programs and pay for an initial licensing fee.

1590**Canada-China Joint
Venture Dairy Project**

Eagleridge Dairy Products Inc., based in Calgary, has extensive international experience in dairy management, production, marketing and processing. It is in the process of forming a dairy project joint venture with the Tianjin Farming and Reclaim Dong Feng Industry Company Ltd. in China to begin production of consumer dairy products in the Tianjin/Beijing region. Initially the company will produce value-added milk powders and baby formula, expanding to yogurt, fresh milk and cheese upon establishing itself in the market. Eagleridge is seeking investment partners to provide \$500,000 in equity to purchase the necessary equipment and implement the marketing plan. The company is also seeking strategic alliances in the areas of marketing and technology transfers.

1548**Beef Jerky Process Plant**

Banff Jerky Ltd. began producing its own brand of beef jerky in 1994, marketing its product to Japan, Ontario and Alberta. In 1995, the company received an export contract to supply a Japanese distributor with 20 metric tons of jerky per annum, which it could only partially fill because of product capacity limitations. Banff Jerky wishes to develop a federally

approved meat processing facility near Calgary to process jerky and other Alberta beef products. Equity financing of \$1.5 million is sought to complete the financing of the new plant. Minimum investments of \$100,000 will be considered.

1474

Pita Bread/Bagels/Baklava

Byblos Bakery is a pita bread, pita chip, bagel and baklava manufacturer in Calgary. It generated \$5 million in sales and has 75 employees. It is currently expanding its plant in Calgary to better serve its customers across Canada and in the Western U.S. Byblos prides itself in the preparation of the most nutritious and delicious dishes, maintaining high quality and freshness standards. Byblos Bakery is seeking to form the following types of alliances: distributorships; cross marketing arrangements; marketing alliances; complimentary product joint ventures; and private label development and packaging.

1473

Beef Jerky and Beef Sticks

Alberta Fancy Sausage Ltd. is a Calgary manufacturer of Big Chief meat snacks. Big Chief snacks are regular beef jerky, pepperoni sticks, teriyaki sticks and kippered beef. They are made with only the finest ingredients, including top quality Alberta beef and a choice selection of imported spices. Its products are ground and formed, instead of sliced and dried so they are easier to chew. As well, they are naturally dried and cured then shipped fresh without artificial coloring. Established in 1971, the company has 11 staff and sales of \$1.6 million. Alberta Fancy Sausage is looking for distributors, cross marketing arrangements and private label production opportunities for its products.

1434

Edible Oil Products

CanAmeria Foods is the largest manufacturer of edible oil products in Canada, with 11 modern operation facilities and three offices locations. Based in Toronto, CanAmeria has approximately 800 employees and \$800 million in annual sales. Its activities range from contracting seed supply in the farmers' fields to marketing packaged products to multinational food service chains. Its products include: crude oils (canola seed products); meals (soybean, sunflower, linseed and canola crushing); refined edible oils, such as cooking oils; industrial oils, such as linseed; emulsifiers; lecithins; whip toppings; and specialty oils. CanAmeria is seeking marketing alliances, particularly outside of North America. The company will only consider serious inquiries from well established companies.

1431

Noodles and Pasta

Operating as Friedel's Home Style Spatzles and Noodles since 1987, and renamed **GSR Foods Ltd.** in 1995, this Edmonton company has been designing and making its food products based on a high-quality home style concept. Its products are a nutritious natural food and do not need preservatives. GSR Foods manufactures, packages and distributes a broad line of home style egg noodles and cholesterol-free pastas which can be provided in dry, fresh, or frozen form. GSR is seeking marketing arrangements and export opportunities for its products.

1303**Seed Potato & Potato Products**

The Potato Growers of Alberta (PGA) is operated for the profitable benefit of its grower members and customers. It promotes the growing of quality potatoes and assists in the sale and consumption of Alberta potatoes and potato products. PGA is seeking to further develop the seed potato and frozen potato industries in Alberta. It seeks relationships with companies interested in allowing the PGA to achieve this goal. The market prospects for french fry manufacturing, in particular, are good.

1229**Dairy Processing: Cheese & Other Cultured Products**

Danlac is a sole proprietorship, founded in 1992 by Mr. Egon Skovmose, who was a dairy inspector with Alberta Agriculture. The company consults and distributes products used in the cheese business across Canada. The owner draws on his experiences gained from working in Canada, Europe and the Middle East. Danlac's product lines consist of cheese and other cultured products incorporating technically advanced systems. The company is seeking marketing alliances for the distribution of its products. Danlac is willing to enter a marketing agreement for some of its proprietary technology or joint venture that would use Danlac's expertise in the development of new products.

1037**Premium Brewery**

Bow Valley Brewing Co. Ltd. (BVB), which started in 1993, has established a brewery in Canmore to produce high

quality beers for the Bow Valley, Mountain Parks and adjacent markets of Alberta. BVB began sales of its Bow Valley Premium Lager in kegs and bottles in 1995 and is being distributed throughout Alberta. BVB's Bruno's Mountain Bock (a 6 percent dark lager) was introduced in draught in the spring of 1996 and will be bottled this fall. The goal of BVB is to achieve a production capacity of 15,000 to 20,000 hectolitres within five years. The company is seeking equity investment through a private placement offering of common shares to the amount of \$750,000. The proceeds will be used for marketing, operating and plant capital, and debt retirement.

**COMMUNICATIONS/
TELECOMMUNICATIONS****1589****Integration/Convergence
Technologies**

Integrated Systems Technologies Inc. (IST) is an Edmonton based company devoted to the success of its IVDM technology in the international markets for cable telephony products. IVDM is a telephony/data product which has been thoroughly tested by a telephone company. It is a cost effective hardware solution to providing cable telephony on hybrid fiber-coaxial systems (or all coaxial and all fiber systems). IST seeks a long term arrangement with a major technical/marketing/manufacturing partner to support its efforts to exploit the immense potential of its technology. IST has interest from several large potential customers, but requires a partner to pursue these opportunities. Equity investment of \$2.7 million is required for IST to complete its program. Minimum investments of \$250,000 will be considered.

1587**Telephone Equipment
Design/Installation**

Total Telecom Ltd. is a complete telecommunications service company providing engineered, furnished and installed communication systems for industrial, commercial and personal applications. Incorporated in 1986, Grande Prairie based Total Telecom employs 23 and has annual revenues of \$4.6 million. The company plans to increase its operating efficiencies by structuring existing operations with new acquisitions that increase market presence and diversify its core business. The prime markets for Total Telecom are Canada and the U.S., but the company is evaluating potential clients in the former European east block nations. Equity investment of \$3 million is sought from participating and passive investors. Funds will be used to capitalize on the company's enormous market potential in Canada and the U.S.

1479**Phone Refurbishment
and PCB Repair**

Palco Telecom Inc. is Canada's recognized independent leader in telephone refurbishment and printed circuit board (PCB) repair. Palco supplies telephone and interconnect companies with repair and overhaul of digital and analog PABX electronic and electro-mechanical systems, plus PCBs, proprietary telephones and parts. Palco's WB-2000 Plastic Reflow System offer proprietary refurbishing compatible with all types of ABS plastic. This highly advanced process is designed to reflow most plastic surfaces. Palco dismantles, repairs, replaces parts, cleans and tests every piece of equipment prior to return to customers. Palco is interested in forming additional relationships where it could serve as an authorized repair and or distribution facility supporting Original Equipment Manufacturers.

1549**Cellular Location
Tracking Technology**

Cell-Loc Inc., based in Calgary, has developed specialized software and hardware designed to track and pinpoint location of cellular telephones allowing for service options such as enhanced emergency services, tracking of stolen phones and vehicles, fleet management, location finding of cellular phones and pursuit of wanted criminals. The company is seeking potential strategic alliance partners for production, marketing and distribution of its patented system for cellular location tracking. Joint venture partners are sought in particular for licensing arrangements and marketing/distribution activities. In addition, Cell-Loc is seeking \$1.5 million in equity investment. Both passive and active investors are welcome.

1409**Emergency Roadside
Call Box**

Polar Safety-Tel Ltd. was incorporated in 1985. In 1990, the company began development of its solar powered roadside cellular call box. The unit is placed along primary highways and arteries and allows motorists to receive vehicular assistance through an operator who is located at the communications center. In cases of emergency, the motorist is connected directly to the nearest police, fire or medical department. Polar Safety-Tel, in partnership with other Alberta businesses, has undertaken a public safety initiative to established a privately-owned motorist aid system in the province. The company expects to participate in similar projects in other jurisdictions throughout North America. Polar Safety-Tel is seeking to establish strategic

alliances with compatible companies in the forms of joint ventures, licensing and marketing opportunities and technology transfers.

1183

Research Consortium

TRLabs is a telecommunications research consortium which was formed in 1986. It is now the largest not-for-profit telecommunications research consortium in Canada, with 36 sponsors from industry, universities and government. TRLabs operates research laboratories in Edmonton, Calgary, Saskatoon, Regina and Winnipeg. At present, it has five research focuses: network access; networks and systems; photonics and fibre optics; wireless communication; and data networking and related software. TRLabs is interested in forming alliances with companies and institutions involved in the telecom and high technology industries and that are interested in the consortium's research disciplines. Licensing agreements are sought which would enable companies access to TRLabs' expertise.

857

Voice Automated Alarm Monitoring and Control Unit

Xtel International Ltd., an accredited consulting engineering practice formed in 1989, is a telecommunications company manufacturing a state-of-the-art voice automated alarm monitoring and control product. The XTA is of great value to clients requiring reliable protection of remote or unattended assets. Other product lines being researched for the telecommunications, business and petroleum markets include an integrated system to reliably monitor oil and injection wells. Xtel is seeking dynamic, established telecommunication distributors to penetrate international markets;

international client companies who are looking for telecom R & D expertise to develop or improve their own services and products; and investors or organizations interested in joint R & D for new products. Xtel also invites foreign investment inquiries and/or license arrangements with overseas companies to mutually broaden market exposure through complementary product lines.

COMPUTER RELATED

1602

CD-ROM Promotional Product

Northern Lights Multimedia is an Edmonton based company with a promotional CD-ROM product featuring a select group of "the best" Canadian outdoor/adventure tourism operators and establishments. This product will be targeted to high income professionals in the U.S., Europe, and Southeast Asia. A prototype has been developed and the premier edition is targeted for the fall. Northern Lights Multimedia is seeking an investment partner to provide \$100,000 for production costs and initial cash flow. Profitability is anticipated by the end of the first year.

1601

Internet Services

Smart Connections is developing a number of Internet services which will be made available to the local Edmonton area via a new Internet cable system used in conjunction with its "virtual connectivity" technology. Since its inception one and half years ago, Smart Connection's goal has been to make "doing business" on the Internet cost effective and the company has made it exceedingly simple for businesses to get "on-line". Revenues will be generated

through user fees, advertising and business service fees. The company projects revenues in excess \$2 million by the second year of operation. Smart Connections is seeking \$600,000 in equity financing from both participating and passive investors. Funds will be used to complete the software development, for beta testing and for operating capital.

1588

Post-Secondary Financial Aid Database

Educational Funds Matching Service Inc.

has compiled a computerized listing of financial aid sources for those wishing to pursue a post-secondary education. The Award software is copyrighted and contains over 46,000 individual awards, scholarships, grants and bursaries which can be used across Canada and around the world. To date, the company has assisted over 800 students across Canada in their search for post secondary education funding. The product is targeted for all Canadian post secondary students which numbers approximately 1.4 million. Equity financing of \$152,000 is sought from an investor to continue the software development and for marketing purposes.

1586

Software Development and Engineering Consulting

SIMTECH Consulting Services Ltd.

offers research and development, software sales and support, and engineering consulting services to the petroleum industry. Key business activities include: contract research projects, custom software programming, completion design and evaluation, hydraulic fracturing design and analysis, numerical pressure transient analysis, reservoir engineering simulation of primary, waterflood and tertiary recovery process and vectorization

and parallel processing conversion. Incorporated in 1982, the company employs 9 and has annual sales revenues of over \$1 million. SIMTECH seeks technology transfer strategic alliances through a funded R&D consortium for software development, geomechanics, hydraulic fracturing, numerical well test analysis and other related petroleum activities. In addition, SIMTECH seeks strategic alliances in the areas of international marketing.

1575

Electronic Chequing

Based in Edmonton, **Connectron Inc.** is a high technology development firm. Formed in 1990, the company has developed software applications for health care practitioners and consulted on small systems development for oil and gas companies. Over the past year, Connectron has been developing a secure financial transaction software package capable of dealing with a wide variety of financial institutions, corporations, retailers and the general public called E-Chequing. This system allows for direct computer to computer, paperless financial transactions done in sound security. Connectron is seeking a partnership with a large utility company interested in invoicing/payment through the Internet, joint ventures, licensing agreements, marketing and technology transfers. In addition, equity financing of \$750,000 is sought for marketing purposes.

1570

Petroleum Engineering Software

Malibu Software Inc., based in Calgary, is a high technology engineering, electronics and computer software company. Since its incorporation in 1978, Malibu has been providing advanced products and professional consulting to an

expanding range of industry clients. Its latest product for the oil and gas industry is Wellcore which is a data collection, management and reporting system for the full life cycle of a well with built in engineering, graphics, communications and document creation capabilities. Malibu is seeking licensing agreements, marketing alliance and technology transfer for its proprietary software. In addition, Malibu is interested in entering into joint venture relationships with other software developers focusing on petroleum industry applications.

1558

Accounting and Tax Software

Incorporated in 1985, **EXECU Software Systems Inc.** has developed an accounting, working paper, and tax software system for public accountants. The company originated as a professional accounting firm and its product is unique in that it serves as a singular package which includes every system a public accountant would need to complete their clients' year ends. It also includes corporate and personal income taxes for all Canadian provinces, complete with e-mail filing. This single system approach provides comprehensive functionality at 25 to 30 percent less in time and cost over competing products. EXECU is seeking a joint venture partner and partnership opportunities in the areas of marketing intelligence and tax/accounting programming expertise. Equity financing of \$500,000 is sought from both participating and passive investors.

ucts, subsystems and systems for customers around the world. Its technologies include vehicle electronics, integrated voice and data communications, command and control systems, flat panel display and surveillance systems for land, sea and air. With over 1,000 employees and \$340 million in sales, CDC is aggressively pursuing new and upgrade defense and commercial electronics business worldwide. The company may be interested in forming a strategic alliance with a company that has the products and/or technology to support systems integration of military/commercial high technology projects.

1477

Information Technology

Computer Sciences Canada Inc. is a company of Computer Sciences Corporation (CSC), a \$3.4 billion (U.S.) world-class information technology company employing 32,000 professionals worldwide. CSC Canada has developed a centre of excellence in Calgary that is focused on information systems technology and employs a professional team of logistics support engineers, training instructors, technical writers, publishers, editors and technical illustrators. The Calgary operations currently employs about 50 people in support of the Computing Devices Canada Iris Radio System contract with the federal government. CSC Canada is expanding its operations in Alberta and can provide valuable service in the creation and management of technical information.

1483

Systems Integration and Software Development

Computing Devices Canada (CDC) Ltd. is one of Canada's premier defense electronics companies, developing and manufacturing a broad range of prod-

1407

Agribusiness Decision Support

BCL Landview Systems Inc. develops, maintains and supports software products which provide fully integrated tools for information and records management,

planning and decision support in land resource management, and environmentally sustainable applications in the agricultural and energy sectors. The software integrates air photo images, vector map layers and GPS to provide a unique, user-friendly tool that operates on a PC platform. BCL Landview seeks a strategic alliance with an agribusiness firm with an established agricultural marketing network. Terms of a joint venture marketing agreement would be negotiable and would require an initial investment plus cost-sharing.

1367

Data Connectivity Software

CEL Corporation is an Edmonton based, privately held computer software company which is dedicated to serving information systems of large international organizations by providing services and software. The company was formed in 1990, employs 12 with annual revenues approaching \$1 million. The company's core competency is its ability to facilitate data "connectivity" in multiplatform corporate environments. CEL is interested in foreign licensing opportunities with experienced distributors of systems-type software who are familiar with supporting large customers' computing environments and are technically proficient.

1366

Scientific Software Design

Combustion Dynamics Ltd. (CDL), a Medicine Hat company with 17 employees, provides scientific consulting services in the areas of supersonic combustion, shock waves and explosions. Software and services have been provided to the defense, nuclear and petrochemical industries in North America, Europe and Australia. CDL is looking for

new applications and international distributors for its combustion/explosion and vehicle control station software.

1159

Multimedia Computer Instruction

Discoverware Inc. provides advanced multimedia training products to the worldwide market. Its product, DiscoverWare, incorporates the best of multimedia to create a superior learning tool which is available on CD-ROM, network and client server format. It is a fun and effective means of learning new software at a cost much lower than traditional instructor led training courses. Incorporated in 1993, this Calgary based company employs 27 and generates over \$1 million in sales annually. Discoverware is seeking strategic alliances which will be effective in marketing its multimedia product. It is primarily interested in establishing licensing agreements, however, the principals will consider entering into joint venture partnerships.

1051

Industrial Applications for Personal Computers

Taylor Industrial Software Inc. is a manufacturer of software solutions for automated control devices, employing over 100 people with offices in the U.S. and U.K. Taylor's core capabilities include programmable logic controllers (PLC) programming and communications software. Its software is shipped to over 50 countries and 80 percent of its products are sold outside of Canada. Its core products include: Allen-Bradley, Modicon PLC software and Computer Based Training software for PLCs. Taylor is seeking joint venture partners worldwide to provide local marketing services, language support and knowledge of the business culture.

1049**Software for Designers
of Electrical Components**

OptEM Engineering Inc. is a leading developer of CAE (computer aided engineering) software for designers of high speed electrical components. OptEM specializes in analyzing electromagnetic effects of interconnects in electronic systems. The company is interested in joint ventures and distributors with technical expertise in the sale and support of UNIX based CAE software. OptEM is interested in a joint venture with small (10 to 20 employees) European or U.S. software companies.

1042**Data Compression Technology**

Compression Technologies Inc. (CTI) has developed a world class line of data compression and encryption devices. Based in Edmonton and incorporated in 1991, CTI's Warp products are the only units which compress and encrypt serial data in the same unit. Warp I, II and III units perform real time lossless data compression with simultaneous encryption. Warp IV for Frame Relays links was released in mid 1996. CTI seeks a marketing partner, with strong international sales and marketing experience and existing channels, for a long term joint venture marketing agreement. CTI also seeks a technology transfer partner that develops related data communications software for a long term joint venture development agreement, or for an original equipment manufacturers license.

1020**Integrated Software
Processing Framework**

BenchMark Technologies Ltd. is a software company whose main focus is to keep ISPW (Integrated Software

Processing Workframes) at the vanguard of Application Management. ISPW is a maintenance and development productivity environment, which unites divergent technologies, procedures, tools and personnel through a meta-data repository. BenchMark is seeking qualified local distributors in markets other than North America and German speaking countries (where distributing arrangements exist). The preferred method of distribution is through a local distribution. The current areas of concentration are: the United Kingdom, Italy, Netherlands, and Australia.

1009**Custom Computer
Applications**

Minerva Technology, Inc., a Calgary based company with offices in Vancouver, Edmonton and Dallas, specializes in developing custom computer applications that operate on networks of personal computers, often in a client server architecture. Minerva has grown quickly; established in 1985, it now has over 260 employees, annual revenues of \$18 million and a strong track record of developing functionally accurate systems on time and under budget. It is seeking joint venture partners worldwide who can provide a local link but who lack system development skills.

925**Software Developer**

GMA International is a Calgary-based software company whose operations are based on the development, sale, and maintenance of a software product line designed to serve the petroleum exploration activities in the petroleum industry. In addition, GMA provides exploration services, GMA software training, and consulting services. Its products have personalized the modelling and interpretation niches of geophysical and geological

exploration and are used by over 3,000 companies in 40 countries. Incorporated in 1982, the company employs 51 and has annual sales of \$4 million. GMA is seeking marketing, sales, or development alliances, such as an alliance with exploration service companies worldwide to develop new applications and to sell and support existing ones.

907

Data Collection & Entry Systems

Aurora Bar Code Technologies Ltd. integrates alternative data collection and data entry devices, such as bar code readers, into virtually any computer system. These devices make data entry more efficient. The other components of the computer system interpret and analyze the data. Aurora is looking for partners in computer-related businesses who have specific expertise in their own application niches. For example, companies who provide software and/or systems for manufacturing, inventory control, paper tracking and virtually any system which requires large amounts of data entry are all potential allies.

823

Geographical/Design Software

GWN Systems Inc., of Edmonton, is internationally recognized for the high quality, leading edge software it has been developing for the CAD market since 1986. The company provides an integrated line of products for civil/municipal infrastructure design, utility mapping, AM/FM and GIS, and specific related tools to plan, design, and manage urban and rural infrastructure. GWN also provides software customization and GIS consulting/implementing services. From its inception, GWN has looked at the world as its market.

Finding partners to help aggressively develop the global market is an important next step of development for GWN. To reach its sales and growth objectives, the company is seeking partners for technical, financial and marketing alliances.

CONSTRUCTION/FORESTRY

1628

Strawboard Manufacturing Plant

Global Shelters Inc. was incorporated in 1994 for the purpose of manufacturing and promoting the use of an environmentally friendly, compressed cellulose fibreboard - Insulboard (trademark pending) to the Canadian marketplace. The process of producing Insulboard involves the conversion of cereal straws such as wheat, barley, paddy rice, dry rice and rye into a building product which can be nailed, sawn, glued or screwed similar to oriented strand board, medium density fibreboard or plywood. Uses for Insulboard include decking, floor assemblies, wall linings and wall partitioning applications. The company seeks \$3 million in investment capital to establish a manufacturing facility in Trochu. The community of Trochu has committed a minimum of \$300,000 in equity participation for this project.

1610

Wood Pellet Fuel Production/ Appliance Distribution

Friendly Fuels Inc., based in Calgary, produces wood pellets which are used as an alternative fuel for both primary and secondary heating appliances. The company's transportable wood pellet mill, located in Alberta's Crowsnest region, uses the PelPro Mill pelletization process which Friendly Fuels developed and holds the exclusive rights to. In 1994,

Friendly Fuels merged with Conquest Marketing Corporation which is the exclusive distributor of a number of wood burning appliances. Friendly Fuels is seeking financing of \$1.2 million to establish a joint venture project of a "Friendly Fuels Business Centre" in a defined market territory. The partner(s) and Friendly Fuels would solidified the business venture through licensing agreements, technology transfers and management/marketing support.

1604

Particle Board from Wheat and Barley Straw

Compak Forestburg Inc. has been established to construct and operate a Compakboard Plant to manufacture non-wood/wood alternative panel products of various thickness using wheat and barley straw in place of wood fiber as the source of raw fibrous material. The particle board is high density and exceeds all international standards regarding panel products. It can be used in similar situations as panel board and be nailed, screwed, painted, and glued. In addition, the board is water impervious. Compak proposes to build the manufacturing facility in rural central Alberta, a region which is able to supply the necessary straw material. This area is also within economical trucking distance to its primary markets. Compak requires \$5 million in investment capital for construction of the facility and up to 50 percent of the company is available to investors.

1554

Forestry Equipment Manufacturer

Ultimate Forest Products Ltd. manufactures and sells forest equipment such as harvester heads and felling heads through dealers to logging contractors. Ultimate's 15,000 square foot facility in Grande Prairie, has the infrastructure and in-house expertise to go from design, prototyping, produc-

tion and sales to final product support. Incorporated in 1989, it employs 39 and has annual sales of \$8 million. Ultimate seeks marketing and/or technology transfer alliances with forest products firms in the U.S., Europe, Chile, New Zealand, Australia, Malaysia, and Indonesia. It is also interested in providing dealership services for other forestry equipment manufacturers and designing and manufacturing equipment for exclusive large volume logging contracts. Equity financing of \$2 million is sought for financing the expansion of its product lines.

1445

Metal Building Design, Manufacturing & Construction

Brytex Building Systems Inc. designs, manufactures and erects metal buildings, including self-supporting, rigid frame and pre-engineered type buildings. The company has a solid record of achievement, dating from 1963. The company is now enrolled in a program that will lead it to ISO 9000 certification. Brytex's line includes portable skid mounted buildings, with options such as removable walls and roofs. Brytex is a very flexible company with capabilities to provide a range of portable custom structures in a variety of materials and finishes. The company has 60 employees and sales of about \$10 million. Brytex is interested in a joint venture arrangement to supply metal buildings in any location around the world.

ELECTRONICS

1389

Industrial Battery/G Force Impact Monitoring Systems

BMI Technologies Inc., based in Calgary, was founded on the need for a reliable way to manage industrial batteries. "Battery Master" is a sophisticated electronic device designed to accurately and effectively manage industrial fork lift batteries. The system achieves a battery's

maximum lifetime ampere capacity by managing charging routines and eliminating destructive charging. "G Force-1" is an impact monitor system that reduces the problems on lift trucks, equipment, etc. caused by poorly or dangerously operated lift trucks. BMI has five employees and sales of \$2 million. The company is seeking sales, marketing and distribution arrangements for any large geographical area in the world. BMI will also consider manufacturing, sales and licensing distribution to third parties.

1085

Utility Information Systems

The Control Division of **Harris Canada Inc.**, based in Calgary, is a market leader in the design, development, and installation of utility information systems. Its advanced systems are used throughout the world for the generation, transmission, and distribution of power. Harris, which has more than 70 years of SCADA and energy management experience, employs 200 and generates more than \$50 million in revenues annually. Harris is seeking a partner with experience in power distribution/ transmission, assembly and manufacturing capabilities, telemetry/SCADA/EMS, data communication protocols and understanding regional utilities on power generation, transmission and distribution. Harris is interested in a joint venture, technology transfer or marketing arrangement.

934

Expertise in Microelectronics Technology

The **Alberta Microelectronic Centre** (AMC) was created in 1982 as a centre of expertise in microelectronic technology that would transfer its knowledge and skills to industry to create new economic activity. Owned by the University of

Alberta, the Centre has grown to become one of Canada's leading micro-electronic technology transfer companies. AMC offers design engineering and microfabrications services, including a 8,000 square foot, state-of-the-art micro-fabrication lab. The Centre recognizes the need to develop strategic relationships to share costs and expand the access to the growing technologies being developed. AMC is interested in pursuing technology transfers and microelectronic marketing alliances.

ENVIRONMENT

1371

Environmental Training

Danatec Educational Services Ltd. provides consulting services, training services and publications to meet the requirements of federal/provincial environmental legislation (e.g. Transportation of Dangerous Goods). Since 1985, Danatec has proven its ability to clarify and explain regulatory requirements, which has led to a series of successful, field-tested publications. Danatec, which employs 15 people at its office in Calgary, has agents in several major Canadian cities. It is seeking alliances with companies in the U.S., Mexico or any other country that wishes to take on Danatec's training concepts.

1353

Contaminated Soil Treatment

Hytec Hydrocarbon Reclamation Ltd. is a Calgary based, privately held corporation employing five. It was incorporated in 1994 and its annual sales are estimated to be \$1 million. Hytec Hydrocarbons has developed and operates on site remediation equipment for the thermal treatment of contaminated

soils containing high concentrations of gasoline, diesel, lubricating oils, crude oils and other hydrocarbons. Hytec has an alliance whereby it can offer above ground and below ground bioremediation for a wide variety of hydrocarbon contaminants. The company seeks a strategic alliance which would help to expand its customer base. In addition, Hytec is interested in joint ventures which would utilize its thermal remediation expertise.

1351

Waste Management and Custom Treating

Canadian Crude Separators Inc. (CCS) was incorporated 1984 and is a publicly held company with facilities in both Alberta and Saskatchewan, all licensed by provincial regulatory boards. It employs 105 persons and has annual sales of approximately \$17 million. CCS provides various environmental and oilfield waste management services for the environmentally responsible, cost effective processing and disposal of waste materials. This company is seeking to form alliances with firms that can assist them in expanding current markets and exploring new opportunities in Canada and abroad. CCS is also interested in joint ventures and technology transfers with firms involved in waste management and environmental remediation.

1349

Chemical Supply Company

Dove Environmental Services Inc. is a privately held Alberta company based in Calgary. It has 3 employees, annual sales of approximately \$700,000 and is internationally affiliated with Soil Solutions Technology Inc. based in Texas. It is a chemical supply company which distributes Magnacal™ products

to oil and gas companies for use as remediation solutions for produced water spill sites, revegetation concerns, waste pits, agricultural salinization, mine site tailings, and well site abandonment. It is interested in forming a distribution network and is seeking alliances with marketing firms, environmental consultants and service companies. It is also interested in technology transfers.

1343

Soil Wash and Fluid Clarification

Soiltech Environmental Systems Inc.

was incorporated in 1994 and is a privately held company which employs 21. The company has a team of expert chemical and mechanical engineers who have sought after and designed the latest technology for the environmentally safe remediation of contaminated industrial and municipal soils and water. Some of the applications their systems can be used for include: abandoned pits, refineries; ponds, lakes, lagoons; clarification and reclamation of process water from refineries, mines, pulp mills and other production facilities; and hydrocarbon and petroleum spills. Soiltech is interested in joint ventures and/or technology transfers for site identification and remediation.

1336

Waste Disposal, Recycling, Site Assessments

Incorporated in 1991, **E.I.L. Environmental Inc.** operating as Kiseki Northwest specializes in performing a variety of environmental services including waste recycling and disposal, environmental site assessments, transportation of dangerous goods, waste characterization, remediation of soil and groundwater along with all other aspects of hazardous waste management. This Edmonton

based company which employs five is interested in joint ventures for waste disposal facilities, recycling facilities and new types of recycling units. It also seeks marketing and technology transfer alliances with interested parties for hazardous waste disposal processes.

1225

Management Consulting

EBA Environmental is a comprehensive environmental management consulting company. It provides specialist consulting services in: environmental site assessments, contamination and remediation studies, waste management, land-fill design and operation, water quality studies, environmental impact assessments, and environmental planning. EBA is seeking international strategic partnerships with companies requiring environmental planning, consulting and management services.

1221

Consulting Services for the Oil & Gas Industry

Western Oilfield Environmental Services Inc. of Calgary operates across Canada and worldwide, offering comprehensive environmental services to the resource sector. One of its subsidiaries, Industrial Environmental Auditing Ltd., provides auditing and assessment services for clients outside the petroleum industry. Another subsidiary, WCI International manages the company's special projects and growing international activities. Two joint venture companies, Ecomapa in Ecuador and SolTerra Resources Ltd. in Trinidad, provide a full range of services necessary to assess properties, policies and operations, determine program/project feasibility, and develop effective environmental management plans. Western Oilfield

would like to continue developing contacts with senior people in the public or private sector with responsibility for clean up and protection of the environment and to advance its services into Latin America and the Caribbean.

1213

Oil Containment and Recovery Equipment

Envirotech Nisku Inc., incorporated in 1988, specializes in oil containment and recovery equipment for both emergency and non-emergency situations. Its specific area of expertise is with equipment and techniques for dealing with spills on rivers and spill response procedures for northern climates and specialized equipment for extremely viscous oils. The company also provides consulting services. While the majority of its business is in Canada, the company has provided equipment and services to Alaska and Siberia. It is interested in pursuing more international work, perhaps through marketing arrangements and/or technology transfers.

1210

Laboratory Analysis and Consulting

Incorporated in Alberta in 1982, **Enviro-Test Laboratories** is an accredited laboratory specializing in analytical and consulting services. The company possesses a highly qualified professional, technical and support staff that are experienced in a wide range of laboratory services. Enviro-Test provides analysis of pesticides and herbicides, dioxins and furans, toxic organics and priority pollutants as well as consulting and/or research services for areas of risk assessment, new method development, contamination chemistry, toxicology and industrial hygiene. Enviro-Test is seeking strategic alliances with partners requiring specialized laboratory analysis. The company is

interested in establishing partnerships with firms operating in the environmental industry, or in related businesses that have a significant environmental impact, such as the pulp and paper industry.

1205

Environmental Security Applications

D-tech-T International Inc., based in Calgary, provides services and products primarily for corporate/environmental liability management. The company's extensive involvement within the areas of specialized environmental investigations, law enforcement, working with Environment Canada and the United Nation's committees has led to the development of a highly comprehensive database program known as The National Environmental Liability Assessment System - NELAS. D-tech-T is seeking strategic relationships with companies, agencies, etc. that regularly deal with others' corporate liability issues. Those offering foreign investment opportunities, dealing with property, law firms and banking institutions outside the Canadian Bankers' Association would benefit the most.

1190

On-Site Treatment and Disposal of Waste Materials

Caswan Environmental Services Ltd. is an Alberta based company providing fully licensed, cost effective, on-site treatment and disposal for hazardous, non-hazardous and oilfield wastes using thermal distillation recovery (TDR) technology. Caswan's unique services include pre-project evaluations to determine the successful treatment and costs of waste management. Caswan is seeking alliances with companies to facilitate

its entry into the new marketing areas (other provinces in Canada, the U.S. and abroad). Caswan is also interested in joint ventures involving its unique processes and services.

1172

Water and Waste Water Treatment

Hankin Atlas Industries Ltd. is a Calgary-based water and waste water treatment company that trades publicly on the Vancouver Stock Exchange. The company's wholly-owned subsidiary, Hankin Ozone, designs, manufactures, supplies and services ozonation systems for the municipal potable (drinking) water market, the municipal and industrial waste water markets and for the treatment of industrial waters, effluents and odors. The company generates revenues in excess of \$2.7 million yearly. Hankin is vigorously pursuing new opportunities to expand its position in water and waste water treatment markets. It is actively seeking mergers and/or acquisitions and is exploring joint ventures or strategic alliances to achieve this objective as quickly and cost effectively as possible.

940

Environmental Planning and Management Services

Tera Environmental Consultants (Alberta) Ltd. provides planning and management services for small and large scale land use activities, particularly linear projects like pipelines and power lines. Tera is seeking a strategic partnership with companies requiring environmental planning and management services.

752

Mobile Waste Treatment Facilities

Enviro Desorption Inc., incorporated in 1990, is a Calgary-based company performing environmental clean-up of sites containing hydrocarbon contaminated soils. It uses a mobile thermal desorption process and facility. The thermal desorption process is used commercially in the U.S. and is rapidly becoming the accepted treatment method. The company has obtained the requisite licenses and permits to operate a control facility in British Columbia and has approvals for Alberta and Ontario. Superior to competing technologies, thermal desorption destroys contaminants and reclaims the soil. The company seeks a strategic alliance in the form of a joint venture and welcomes equity investment by interested parties.

MANUFACTURING

1627

Solid Synthetic Surfacing Materials

Cavina Products Inc., based in Edmonton, was formed in 1993 to develop, manufacture and distribute a synthetic solid surface material, CAVINA, in the Edmonton and Calgary areas. CAVINA is a proprietary, homogeneous, non-porous, filled material containing acrylic modified polyester resin. It has commercial and residential applications such as counter-tops, vanities, work surfaces, tub-shower surrounds, walls, partitions, moldings, gravestones, etc. Markets currently being developed include Vancouver, British Columbia; the north-western region of the U.S. and Asia. The company seeks \$250,000 in equity financing from either passive or participating investors. The funds will be used

to purchase equipment, expand the production facilities and to implement an intensive marketing campaign for Cavina's new market in gravestones. Marketing alliances with compatible companies are also sought.

1621

Pre-Insulation of Copper and Poly Tubing

T.I.P. Co., based in Edmonton, has the technology to produce pre-insulated pipe. Utilizing over 15 years experience based on Europe's leading pre-insulated copper tube products, the pipe is composed of a copper tube, insulation and an external coating. Its key application is in the air conditioning refrigeration industry. The product is demanded throughout industry, however it has not been available. Approximately 70 million feet per year is required in the U.S. alone. The company proposes to establish a manufacturing facility in Alberta able to produce 24 million feet in the first year worth an estimated \$50 million. Initial capital required amounts to \$10 million for the purchase of the facility, equipment and initial costs. Passive investors with minimum investments of \$500,000 are sought.

1608

Concrete Masonry Blocks

Westmere Blocks of Spruce Grove is a manufacturer of concrete masonry, hollow core blocks for use in the construction industry. Since the company's incorporation in 1995, the present shareholders have invested \$250,000 to purchase the plant and to upgrade the facilities from 200 units per day to 1,000 or more units per day. In addition to blocks, the plant can produce other concrete formed products. The plant can employ between 4 to 6 persons and generate in excess of \$220,000 in sales per year. To date, the company has pro-

duced sample runs of the units and generated sales of \$5,000. Westmere Block is seeking investors interested in purchasing the operation for \$250,000 or for an investor interested in investing \$100,000 to support the current management's needs for start-up, marketing and credit support.

1595

Propellers and Safety Pins

Certified Weldall Metals Propellers & Mfg. Ltd. was founded in 1965, in the fabrication and in the general and pressure welding field. Based in Edmonton, the company has since expanded to include the manufacturing of safety pins and boat propeller repairs, and has a distributorship for industrial, recreational and fresh water propellers. The company's knowledge and experience allows it to service a wide area of activity and it is key customers include oilfield supply companies. The shop is geared to: welding and repairing all metals, pipe and plate fabrication, manufacturing safety pins, press work, maintenance work, lathe work and propeller repairs and propeller sales. Certified Weldall Metals Propellers & Mfg. Ltd. seeks marketing alliances with compatible companies.

1576

Rustic Western Theme Furniture

Outlaw Ranch Furniture Company, located in Cochrane, produces rustic, natural wood furniture crafted in a country/western theme which is designed for a high end market seeking furniture that is creative and unique. To date, the company has constructed prototypes, accessed manufacturing facilities and secured leased retail space. The company proposes to produce and market five western theme furniture lines: log, barnwood, arts and crafts, Mexican

painted and carved and Monterey style furniture. Outlaw Ranch is seeking \$250,000 through investment partners to proceed with production and implementation of an aggressive marketing plan targeted to the North American and overseas furniture design market.

1562

Steel Valves

North American-Nutron Company is an international specialist and world leader in providing ball, gate, globe and check valves and precision choke products. Petrochemical companies and other companies throughout the world use North America Nutron's specialized products in both upstream and downstream applications. Its products can be manufactured from forged carbon and stainless steel, duplex steel, inconel, monel and other alloys. The company provides products "off-the-shelf" or can accommodate custom design requests. Incorporated in 1980, North American-Nutron employs 100 and has annual revenues of \$35 million. The company seeks strategic alliances in the form of marketing agreements with compatible companies.

1424

Radiant Heating and Cooling Panels

TWA Panel Systems Inc. is the sole manufacturing licensee for the complete range of Frenger products in Canada and the U.S. TWA Panel Systems is a world leader in hydronic radiant heating and coolings systems. Its products are found in businesses, schools and hospitals across North America. The company was incorporated in 1986, has annual sales in excess of \$1 million and employs 13. TWA Panel Systems is seeking further qualified and established agents in Canada, Mexico and Europe to sell its products.

1260

Industrial Design, Shipping and Handling Cases

Qualicase Ltd. is a Calgary based company which custom designs and distributes aluminum and plastic shipping and carrying cases. Incorporated in 1988, the company tailors its products to meet the needs of its clients which may range from harsh weather durability to water/humidity resistant to shock absorbing interiors. The company's product line features aluminum cases, welded sheet aluminum/steel enclosures, Samsonite industrial cases, pelican protector cases and soft nylon bags. To assist Qualicase in its goal of expanding markets for its products, it is seeking to enter into a joint venture licensing arrangement to supply reusable heavy-duty cases and bags for manufacturers of high technology products.

1207

Reconditioning of 45 Gallon Drums

Great Western Containers Inc. is an Edmonton-based manufacturing and service company with about 135 employees and locations in Edmonton, Calgary, Vancouver, Regina and Winnipeg. Products and Services offered are: drum reconditioning and disposal; overpack drums; new or reconditioned steel or poly drums; plastic or steel pails; and metal cans. Great West Containers is interested in all types of strategic alliances which will enhance its client base.

1198

Environmental Containment Solutions

Demers Metfab Inc. is a Calgary based manufacturer of a broad range of custom metal products. Originally established in 1943, its current focus is the provision of

quality, custom metal fabrication services. Demers is proactive in the development of new products, such as its ENVIRO-LOK environmental containment solutions. These hazardous waste storage buildings, safety shelters and safety pallets are designed to expand Demers market penetration in the environmental industry. Demers Metfab is interested in forming alliances with firms requiring custom metal fabrication. It is also seeking to expand the development of proprietary products that Demers can market directly or indirectly.

1153

Custom Metal Fabrication

Camsteel Fabricators (Alberta) Ltd. is a custom metal fabricator of high quality products, such as custom platework, bins and hoppers, chuteworks, stacks, lightwall pressure vessels, miscellaneous components for the heavy industrial construction industry and custom job work shop. Camsteel works in the small to medium market, with the potential of handling contracts in excess of \$1 million. Founded in 1988, Camsteel employs 12 to 25 workers and has revenues of \$1.2 million to \$1.6 million. It is seeking an alliance to develop and manufacture products for the North American market. It is also seeking a manufacturing/marketing license.

904

Precision Plastics and Metal Components

Amptech Corporation is an integrated manufacturer of precision injection molded plastic and die cast metal components. Amptech specializes in the design, engineering and production of high value, high performance parts, primarily for customers in the defense, telecommunications and agricultural

industries. The company is looking for strategic alliance partners who are interested in purchasing, marketing and/or joint venture manufacturing of injection molded magnesium components. These would be molded using a new injection molding process for magnesium.

898

Advanced Ceramics

ICS develops and manufactures advanced ceramic (alumina and silicon carbide) wear resistant products for applications in the resource industries. ICS also manufactures monolithic, alumina plates for use in armour piercing ballistic armour systems applications. The technology utilized allows for the production of large, monolithic, complex and custom shapes for use in pipes, etc. where extreme abrasion, corrosion and high temperatures are problems. Complete in house CAD and pattern making facilities compliment the production process. ICS is seeking strategic alliances to expand its markets. It would be interested in acquiring additional and related ceramic technology as well as expanded markets through joint venture agreements with other companies.

MEDICAL

1630

Oral Hygiene Products

Powerdent Corp. of Calgary was incorporated in 1988 and markets dental cleaning products for all removable type dental devices. Its first product the Powerdent Cleaner is geared to the specialty markets of orthodontics and athletics. Research has shown that teens and athletes alike are adverse to using the "older" person dental cleaning products. By 1998, Powerdent estimates 7 percent

of the projected 20 million North American patients will be using Powerdent Cleaner. Powerdent already has two exclusive licensing agreements: one for Canada and one for Egypt. A large chain drug store is presently interested in purchasing a sizable volume of the product, however, the company requires financial assistance to pre-pay its U.S. manufacturer. The company is seeking up to \$100,000 in equity financing to fund increased inventories and for advertising purposes.

1612

Bio-Electric Effect Anti-Biofilm Technology

Calgary based **University Technologies International Inc.** is offering the opportunity to license manufacture a bio-sterilizer to administer a novel process for eliminating biofilm bacteria and viruses. This technology has several advantages over existing technologies. The bioelectric effect provides removal of biocide resistant biofilms from any hard surface such as medical and dental instruments. A U.S. patent has been issued and a Canadian patent is pending.

1607

Cancer Screening Laboratory in Poland

Laboratories For Diagnostic Medicine (LDM) has negotiated the exclusive rights to market in Poland a new American blood test for cancer screening called DR-70. The company will operate a national reference laboratory, purely for DR-70 testing, in the Warsaw Cancer Institute. The laboratory will be led by a senior British pathologist who operated a very successful private medical laboratory in Western Canada. The other major partner in LDM is the Can-Polish Trading Company Ltd. based in Edmonton. DR-70 is a real breakthrough in medicine's ability to diagnose cancer early.

The market potential for this test in Poland is valued at \$90 million (U.S.) per year. LDM is seeking financing in the amount of \$250,000 (U.S.) and is prepared to offer up to 40 percent of the shares in the company. Funds will be used for certain initial capital expenditures and start-up expenditures.

1599

Bioinformatics Software

BioTools Inc., based in Edmonton, is a software company that is developing innovative bioinformatic products and exploiting leading-edge computer technology to help medical and pharmaceutical researchers manage the overwhelming amount of biological and medical information. BioTools' products have been built from scratch using professionally written code and incorporating the latest advances in computer programming, graphical user interface design, networked parallelism, database compression, sequence alignment and analysis, and structure/gene prediction. SEQSEE is one of the fastest, easiest to use and comprehensive programs available. In addition, BioTools has developed two complementary commercial programs call PepTool and GeneTool. The company is seeking equity financing of at least \$250,000 for the implementation of a marketing strategy for these two new products.

1560

Organic Compound Analysis

Edmonton based, **Isotechnika Inc.** offers a state-of-the-art technology for analyzing the molecular make-up of virtually any organic and many non-organic substances. Isotechnika performs sample analyses, product and pharmacological comparisons and clinical studies for its clients in the pharmaceutical, food and

beverage, cosmetic, environmental, and government regulatory industries. Incorporated in 1993, Isotechnika employs 10 and generates annual revenues of between \$1.5 million and \$2 million. The company is seeking \$10 million from limited participating investors to finance a drug development branch. Because of the company's expertise in analysis, it has the ability to manipulate drugs by changing their structure thereby giving them different characteristics. Isotechnika is also interested in marketing alliances, technology transfers and licensing agreements.

1175

Health Care Software

Cybernius Medical Ltd. is committed to the effective utilization of leading edge computing technology in the health care industry. It has developed a computerized patient management system with specific medical applications covering the entire spectrum of requirements in a clinic's department of nephrology. Three important features of the system are: its direct connection to the hemodialysis machines on the station, facilitating the automation improvement, and rationalization of many monitoring, data gathering/distribution and record keeping functions normally performed manually on the station; its ability to collect data from other hospital or external systems (e.g. labs) which can then be stored directly in the patient's chart; its ability to monitor dialysis occurring in several remote locations (e.g. patient's home) simultaneously in "real-time". After several years of development and testing in "live" sites in Canada, the first full release was completed in August 1996. The company is seeking a strategic alliance with a compatible partner involved in the medical field.

1108**Prosthetic and
Orthotic Products**

Based in Calgary, **Clynch Technologies Inc.** (CTI) has designed and developed a second generation system for the computer aided design and manufacture (CAD/CAM) of below knee prostheses and knee orthoses. To date, more than \$3 million has been invested in the development of the state-of-the-art project. A working prototype was completed in 1993 and patents for the system are pending in 44 countries. In 1994, CTI was granted an exclusive license for all medical applications of a leading edge scanner technology developed by the National Research Council of Canada. Utilizing this application will allow the company to offer an above-the-knee capability as well as the ability to perform total body scanning for upper and lower prosthetics and orthotics as well as wheelchair seating. CTI is seeking potential investors to contribute towards the completion of its foot scanning system. Minimum investments of \$1 million are sought.

743**Endarterectomy Catheter**

HEC Medical Arts Ltd. of Edmonton has developed a new endarterectomy catheter, a device to remove atherosclerotic vascular obstructions. It has been patented in North America and 16 European countries. It is expected that within two years, the new device will pass its clinical trials and be ready for mass production. HEC is interested in either licensing the technology or establishing a joint venture development project with an equity partner. Total working capital of \$500,000 is required to complete the experimental evaluation of the product. Matching grants and tax credits as well as zero interest loans from federal and provincial governments are available.

OIL/GAS/MINING**1613****Oilfield Supplies**

Shau-Trav Oilfield Supply of Calgary supplies new and used production equipment to oil and gas exploration and production companies. In addition, the company consigns equipment on behalf of oil and gas companies and is the marketing arm for new separator packages by a firm in Killam and pipe line pigs from a firm in Edmonton. Shau-Trav has approached the time in its corporate growth where it is necessary to expand its client services by offering thirty day terms on purchases and re-certifying and servicing used equipment for resale. The company is seeking an investor or group of investors to contribute up to \$1 million in equity so that Shau-Trav can capitalize on the growing market of supplying new and used oilfield equipment to producing oil and gas companies.

1581**Sucker Rod Inspection
and Reconditioning**

Shearer Supply Ltd. is a subsidiary of ICO Inc. which is one of the world's largest suppliers of new and used pipe inspection, sucker rod and pipe coating services. Shearer is an Alberta based company incorporated in 1985, employing 28 and generating \$7 million in sales annually. The company inspects sucker rods in a 1,000 square meter inspection facility and reconditions engines in a 550 square meter shop in Edmonton. Shearer re-manufactures oilfield engines and services and sells new Arrow engines and Ford multicylinder engines. The company is certified to ISO 9002 and all rod inspections are performed to API 11B specification. Shearer is interested in dealing with established distributors or

agents to establish the market for inspected and reconditioned sucker rods and engines overseas.

1580

Oilfield Products

Argus Machine Co. Ltd. has been in the precision machine work business for over 37 years. The company has over 50,000 square feet of shop space in Edmonton and holds API monogram rights under five API specifications. The company is also registered as a licensed Canadian repair and accessory manufacturer of several premium connections (gas tight, metal-to-metal seals, positive torque stops) and is an authorized manufacturer of component parts for a number of international oilfield equipment and service companies. Argus' quality assurance program holds several approvals from major aerospace firms. Argus manufactures its own line of in line check valves, pig ball valves, pressure switches and oilwell cementing heads. Argus is seeking strategic partnerships to provide international marketing representation for its products or manufacturing agreements for Argus manufacturing any other company's products in Western Canada.

1579

Production Optimization and Field Automation

The Pickford Group (TPG) is a manufacturer of RTUs (Remote Terminal Units) for various automation applications. TPG's primary area of expertise is oilfield automation, specifically oil and gas well optimization. The company manufactures pump-off controllers, wellhead managers and general purpose RTUs for use as stand-alone devices, as well as for integration into SCADA systems. The company also has experience in battery automation, petroleum products pipelines,

municipal electrical distribution, systems for water distribution and long distance power transmission. TPG is active seeking representation in selected U.S., South American, Australian and overseas markets. Ideally, prospective distributors should be knowledgeable in artificial lift production, automation technology or instrumentation sales and/or service.

1577

Oil & Gas Facility Servicing

Flint Canada Inc. has been providing resource development industries with technical and construction services in Western Canada since 1949. Flint's head office is in Calgary, with satellite operations throughout Western Canada and the Northwest Territories. The company also maintains operations in the Komi Republic of Russia. With 1,600 employs and annual sales of \$120 million, Flint provides plant maintenance, oil and gas field service work, industrial services, pipeline construction, civil and mechanical construction, well servicing and electrical and automation services. The company is currently seeking strategic alliances with oil companies to undertake construction of pipelines (12" and under in diameter), processing facilities, compressor stations, secondary recovery facilities and electrical instrumentation and automation facilities.

1573

Oilfield Service Products

McAllister Petroleum Services Ltd., headquartered in Calgary, was formed in 1980 to develop, manufacture, and provide drillstem testing tools, electronic temperature/pressure records, and inflatable packer products for oil and gas companies. McAllister maintains complete design, engineering, manufacturing, sales and service facilities in Calgary with full

service drillstem shops in Brooks, Edmonton and Grande Prairie, Alberta. Strategic alliance partners are sought for marketing activities and technology transfers to non-competing companies on a fee for license and royalty payment basis. McAllister is also seeking to align itself with foreign oilfield engineering and service business entities with strong service/marketing infrastructures to supply McAllister products and services to end users.

1572

**Energy Efficient
Production Equipment**

Iron Horse Compression Ltd. of Edmonton is a manufacturer of energy efficient production equipment for the oil and gas industry. In addition to supplying the industry with a number of compressor and dehydrator products, Iron Horse developed a superior mounted gas compressor. Its initial product, the Jacgas Compressor, was the industry's first fully certified double-acting, non-lubricating designed compressor. Iron Horse is also the exclusive distributor of the Titan natural gas integral compressor and is a distributor of the Van Air Systems Inc. line of natural gas well head dehydrators, desiccants, filters, and separators. With 12 employees and sales of \$1.5 annually, Iron Horse is seeking marketing/sales strategic alliance partners to further penetrate the U.S. and Venezuela markets.

It employs 70, has annual sales of \$6 million and is registered by Quality Assurance Standards to ISO 9002-94. Universe's product line includes power tongs, hydraulic backups, hydraulic power units, kelly spinners, custom valves, valve hydrostatic test equipment, welding and positioning equipment, oil-field casing equipment and specialized hydraulic machinery. Universe Machine is currently seeking strategic alliances in the areas of licensing agreements and international marketing activities.

1569

**Oilfield Equipment
Manufacturer**

Based in Edmonton, **FARR Canada** manufactures a wide range of equipment and supplies for the oilfield industry. FARR's key products include: WINCAT Computer Analyzed Torque, Turn, Time System which offers a window operating environment, ultra high speed dump valve and real time graphical display; the FARR combination Drill Pipe/Casing/Tubing Tongs; and twenty one standard models of FARR hydraulic tubing, casing and drill pipe tongs. In addition to the standard models, FARR custom designs hydraulic power tongs for the slant drilling industry and also manufactures a line of Power Units (Diesel or Electric), Pneumatic Kelly Spinners and Urethane Thread Protectors. FARR is currently seeking a strategic partner to further market its products overseas.

1571

**Steel Equipment
Manufacturer**

Universe Machine Corporation has been providing services and products for the oil field industry since 1965. Based in Edmonton, the company operates a modern fabrication and machine shop facility of over 50,000 square feet.

1568

Chemical Pump Manufacturer

Williams Instrument Company Inc. was founded in 1965. The company is recognized as one of the leading manufacturers of pneumatic metering pumps and chemicals injection systems which are used primarily by oil and gas companies.

It employs 4 and generates annual revenues of \$2 million. Recently, Williams has expanded to include electrical metering pumps. From a modern manufacturing facility located in California, Williams supplies products to its customers worldwide through a network of distributors and regional sales offices. In addition, there are offices in Houston, Texas, the Republic of Singapore, and Valencia, California. Williams Instruments is currently seeking a strategic partner to further market its products in overseas markets.

1566

High Technology Sensors and Probes

Z.I. Probes Inc., incorporated in 1987, designs, develops, manufactures and distributes several high technology sensory products and systems used primarily for oil and gas field applications. With more than 40 employees, the company is now branching out from the oil and gas sector to investigate other industry applications for its remote sensing technology. The company is seeking strategic alliances, licensing, marketing and technology transfer opportunities with compatible companies.

1563

Non-Destructive Examination Equipment

Incorporated in 1972, **Russell Technologies Inc.** provides non-destructive examination services to a wide range of industries. The Edmonton based company which has annual sales of \$6 million, provides specialty evaluation of tubing for petrochemical and utility clients and conducts extensive pipeline testing and consulting services to assist pipeline operators to achieve their management goals. Russell Technologies has developed specialized instruments which are marketed worldwide: Ferroscope, a

pipeline integrity robot, a well casing inspection tool and a Hydroscope. The company is seeking strategic alliances with industry partners for its equipment and services. Specifically, Russell is interested in agents or distributorships, joint ventures, licensing, marketing and technology transfer relationships. Russell is contemplating splitting its business into three separate operations. Partners are sought to provide the start-up capitalization for two new operations.

1556

Design/Environmental Engineering

Thermo Design Engineering (TDE) is an engineering and manufacturing firm founded in 1979, specializing in designing equipment for natural gas and oil processing and environmental clean-up. TDE's three manufacturing shops in Edmonton total over 100,000 square feet and are located on 12 acres of land. TDE helped to pioneer the modular design of natural gas processing plants. It exports this product and technology around the world. TDE processing plants are operating in Alaska, Angola, India, Bangladesh, Pakistan, Syria, Egypt, China, Russia, Kazakhstan, Turkmenistan and Poland. The company is seeking strategic alliances for marketing support in international markets. The company is also interested in technology transfers with oil and gas, engineering or other related high technology companies.

1359

Maintenance Services for Oil & Gas Industries

Medicine Hat Machine Works (1977) Ltd. is a privately owned and operated business which was established approximately 50 years ago. It employs 23 and has annual sales of \$3 million. The company offers a wide range of services

specializing in the maintenance of the oil and gas industry. It is fully equipped to handle any mechanical field service in addition to being the cleaning professional for "Pro Flow Stainless Steel Filter Elements" and having a fully stocked parts department with a wide range of quality engine and compressor parts. Its shop is equipped to handle most oil field related jobs including mig, tig, arc and pressure B welding. Medicine Hat Machine Works is interested in forming strategic alliances for marketing and distribution purposes. It also seeks joint ventures with compatible companies.

1300

**Oil & Gas
Wireline Services**

Computalog Ltd., based in Calgary, supplies the oil and gas industry with: wireline logging, perforating, production logging, wireline products manufacturing, and directional and horizontal drilling services. Through the development and introduction of new downhole tools and surface systems, the company has become a totally self-sufficient supplier of wireline services. Incorporated in 1972, the company established a research and development centre in Texas to further develop its technology base. Computalog seeks a strategic alliance partner to assist the company with its efforts to pursue marketing opportunities in South America. Potential partners should have a demonstrated expertise in the field of wireline services.

1299

**Oil & Gas
Production Equipment**

Alco Gas and Oil Production Equipment Ltd. (ALCO) designs, fabricates, markets and services modular process equipment for the production of natural gas and oil. The company's modular equipment

design permits ALCO to produce compact units that may be moved to a work-site and assembled immediately. ALCO was incorporated in 1972 and employs 150 people. The company is seeking relationships with engineering and manufacturing companies familiar with the oil and gas industry to share in growth opportunities, such as tendering of plants built in Canada and shipped overseas.

1290

**Pipeline and Facility
Construction Inspection**

Delcor Pipeline Services Ltd. is a Calgary based company that provides onsite inspection and quality control services for pipeline and facility construction. Incorporated in 1993, the company's areas of specialization include project management, pipeline integrity and rehabilitation, full construction inspection and quality control. Delcor Pipeline Services Ltd. is seeking strategic alliances with companies who may require its services in pipeline and facilities construction to increase the scope of its products and services and expand its client base in international markets.

1281

**Acquisitions, Exploration
and Development**

Gentry Resources Ltd. is actively involved in oil and gas acquisitions, exploration and development in Western Canada. During 1995, Gentry participated directly or indirectly in the drilling of 47 development wells, all of which were successful. Forty-four of these wells were oil and three were gas. Total daily production has increased by over 100 percent since the end of 1994 to stand at 350 BOE at March 1996. The company anticipates year end production to exceed 500 BOE, providing gross production revenues of approximately

\$4 million. Gentry is seeking joint venture partners with a minimum investment of \$100,000 for the acquisition and development of proven producing oil and gas properties. Joint venture partners benefit from the direct ownership of resource properties.

1262

Production Control Equipment

Barber Industries, Inc. is a Calgary based company and an industry leader in the sales and servicing of oil and gas production equipment. Incorporated in 1940, the company manufactures API and ISO 9001 certified wellhead and surface safety systems. The company is seeking to establish alliances with agents and/or sales distributors that could help to promote its products in international markets. These alliances would also complement the company's ongoing efforts to expand the awareness of its products and services in markets which Barber Industries Inc. considers to hold significant potential.

1251

Oilfield Drilling Equipment

Canrig Drilling Technology Ltd. designs and manufactures advanced technology oilfield drilling equipment, specializing in top drive drilling systems. The company's extensive engineering capabilities include leading edge design and custom applications, accompanied by a full range of installation and support services. This Calgary based company is interested in pursuing strategic alliance opportunities that complement its current business operations. Potential partners include both domestic and international companies operating in the oil and gas industry, or supplying products, services and technologies that may be applicable within the industry.

1223

Maintenance and Process Operations Specialists

RAM Technical Services Ltd. is a multidisciplinary Canadian company providing specialized technical services to the oil and gas, petrochemical, utility and other associated industries. RAM services are: plant operations support; operations/maintenance interface; and overall facility services. RAM's main objective is to grow in the international marketplace. To date, RAM has secured work in Canada, Middle East, North and South Africa, and South America.

1127

Process and Mining Equipment

CAN-K Process & Mining Equipment Ltd. was established in 1991 as a distributor for industrial products, such as castings (from a few grams to 80 tons), forgings, turbines, gears and speed reducers, mining and oil field equipment, and fabricated and machined components customized to clients' needs. Most of Can-K's items are sourced from overseas and follow stringent quality assurance standards. Can-K also provides consulting services to Canadian companies wishing to export/market their products in Cuba, India, Vietnam, Singapore and the United Arab Emirates. Can-K seeks agents/distributors who can market its products outside of Alberta, specifically Saskatchewan, Ontario, Quebec, British Columbia and the United States. Can-K will also consider agents/individuals within Alberta with a proven record of marketing.

912

Pipeline Construction

Banister Pipelines is a subsidiary of Banister Majestic Inc., a large Canadian construction company. Banister Pipelines

is a founder of the pipeline construction industry in Canada. It has a reputation for exceptional performance in severe climatic and geographic conditions. It is seeking a strategic alliance with financial institutions that will finance its projects in countries unable to pay cash. As well, Banister will consider alliances with other firms (e.g. in oil and gas exploration pipeline contractors or distribution companies) that would complement Banister's expertise in pipeline construction.

RECREATION/TOURISM ENTERTAINMENT

1624

Audio Recording/Video, Film & Audio Post Production

The Night Deposit Studios Inc. has been created to accommodate the increasing demand for a world class, state-of-the-art audio recording, video and film post production facility in the Calgary area. It has been designed for use by producers, directors, broadcasters, multi-media makers and professionals working in the technical aspects of video/film and audio. Night Deposit Studios provides as comprehensive range of services for its client base including corporate communications, advertising, music, multi-media, CD-ROM, CD-I, and CD-Mastering. Equity financing of \$600,000 is sought from passive investors to purchase equipment and conduct leasehold improvements.

1622

Children's TV Production

Be Alert Bert Productions Inc. of Edmonton has developed and copyrighted friendly "bee" characters for a line of products which promote child safety in an entertaining and educational way. The product line includes

video and audio tapes, story books, watches and plush toys. To date, \$360,000 has been invested on developing these and other branded items like T-shirts and the characters have received enthusiastic and positive response. Be Alert Bert Productions' key marketing objective is the development of a weekly, one half hour television series based on the "bee" characters. The series will be sold to North American networks. Two local stations have signed agreements for a TV special and interest has been expressed in purchasing 26 episodes. The TV series is the key for securing favorable licensing agreements for the North American market. The company seeks \$5 million in equity financing from investors to produce the TV series and for marketing purposes.

1619

Virtual Reality Entertainment

Since 1993, **Jerr-Jang Inc.** of Medicine Hat has been developing a motion platform for the virtual reality entertainment industry - The Virtual Flight Simulator. The units are arcade ready and recent improvements include "absolute positioning" and a more advanced head mounted display. Jerr-Jang has also acquired the sales and marketing, distribution and service experience of a 30 year old arcade equipment distribution company who has become its North American distributor. This company has business relations with a software company world renown in the arcade industry which is able to supply Jerr-Jang with present and future flight simulation games. Because of Jerr-Jang's affiliation with these companies, demand for its units are greatly surpassing current capacity. Jerr-Jang is seeking a minimum of \$2 million in financing to increase its production capabilities. A further \$2 million would encourage development of other

new products which Jerr-Jang has recently researched for other industries such as defense and medicine.

1606

Advertising on Golf Courses

Merradon Promotions & Consultants Inc. is an Edmonton area company which was incorporated in 1995. The company is actively involved in securing leases with golf courses and driving ranges for the space surrounding the tee-off boxes. This space is used to erect up to six logo boards on either side of the box and Merradon Promotion makes this space available for let to companies wishing to take advertising space. The company has already secured a local 27 hole golf course and driving range. Negotiations are continuing with 28 other golf clubs in Alberta, British Columbia, Phoenix, Scotland, Denmark, Norway, Malaysia and Singapore. Merradon Promotions is seeking equity financing of \$250,000 from passive investors to develop further licenses/advertising rights. A minority equity position is available.

1598

Travel/Vacation Internet Homepage

Funquest Inc. is an Edmonton-based travel promotion company that will use the internet to feature a wide range of participating tourist destinations. The FunQuest Homepage will allow the prospective traveler to build an itinerary, secure reservations, preview purchases (e.g. meals, retail), research activity options, from one's home computer. The FunQuest Homepage will also feature relevant tourism operator advertisements and interactive games and contests. FunQuest is seeking \$4.8 million (U.S.) in equity investment to construct and pro-

mote this global electronic infrastructure. A total of \$2.6 million (U.S.) has already been secured.

1597

Multi-faceted Record Label Company

Stereotype Music International Inc. (SMI) is an Edmonton-based independent record label company, producing high quality, all genres music recordings for the radio industry and retail distribution. SMI is now poised to undertake extensive expansion in order to establish itself as a major commercial label and dominant multi-faceted corporation within the global music industry. SMI's proposed divisional activities include: internet marketing and sales, a state-of-the-art recording facility, radio station, artist management and promotion services, and video production. In order to proceed with expansion plans, SMI is seeking equity investment of \$2.5 million (U.S.). Passive investors are sought with minimum investments of \$500,000. A total of \$5.6 million (U.S.) has already been secured.

1591

Northern Sport Fishing Lodge and Resort

Winefred Lake Lodge Inc. provides a wide range of services related to the operation of a commercial fishing lodge resort and business camp/convention centre. Designated as a Trophy Lake for consistently producing large walleye and northern pike, Winefred Lake Lodge offers an excellent sport fishing experience, with modern luxury facilities including: deluxe lodging, dining room, licensed lounge, games room, satellite TV, etc. Winefred Lake Lodge is currently seeking investors to provide \$650,000 in expansion and development capital in return for an equity position.

1574

Eco-Tourism Lodge and Cabins

The **Rocky Mountain Escape** project is a mid-country tourism operation that, with a base camp comprised of a main lodge and intimate individual guest cabins, will provide educational, interpretive and guided experiences which relate to nature, adventure and culture. The base camp will be located on the outside of Hinton within hiking distance of the Willmore Wilderness area. Guest activities will include hiking/backpacking into some of the more rugged mountain areas, hiking/trail riding to remote camps, boating, canoeing, cycling, snowshoeing, cross country skiing, and dog sledding. Equity financing of up to \$400,000 is sought from passive investors. Funds will be used in the construction of the main lodge, cabins and associated facilities.

1567

Hotel Development

Incorporated in 1995, **Kulson Enterprises Ltd.** is undertaking a hotel development project in West Edmonton. The 194 suite hotel will be built on a 3.08 acre lot with frontage on a major avenue corridor into Edmonton from westerly locations. The hotel's strategic location and its close proximity to the world renowned West Edmonton Mall, will give the hotel a strong presence and competitive edge. The necessary civic re-zoning has been secured and the architectural design work, topographical and geo-technical surveys have been completed. In addition, a development permit has been obtained from civic authorities. The hotel's development plan consists of three phases with phase one comprising of 114 rooms and a targeted opening of April 1997. Total project cost

is over \$9 million. Equity investment of \$2.4 million is sought from both participating and passive investors.

1553

Digital Business Communication Tools and Services

Show & Tell Inc., formed in 1993, has developed technologies which allow for the dissemination of information through the use of floppy, hard and laser disk; CD-ROM; Internet; overhead; slide; television and video tape. The company's Guest Information Network product is an in-house, on-site digital television network and broadcast channel ideal for hotels and resorts. It is currently in used in two large Alberta hotels and negotiations are underway with others. Exposure and Digitation are infomedia products that allow clients to take traditional literature and presentation materials and add elements such as animation, graphics, interactivity, music, etc. Show & Tell wishes to pursue joint marketing arrangements with other organizations to further its products in airports, convention centres, education and television (network and cable) markets. Capital of up to \$2 million, to be used on a drawn down basis, is also sought to intensify marketing and sales activities and for further research and development.

1448

Entertainment Centres

ReelWorld Entertainment Inc. is a wholly-owned subsidiary of WRO International Corp. WRO, since 1994, has been operating an Iwerk's TurboRide simulation theatre in West Edmonton Mall. In addition, the company operates a NVX 3D film theatre in Atlanta. ReelWorld Entertainment was formed to focus on WRO's location-based entertainment concept. ReelWorld's entertainment centres

combine simulation, 3D technology, giant screen technology, interactive games as well as an internet cafe. They are targeted for the smaller markets of populations of 300,000 or less. Equity investment of \$500,000 is sought to establish a pilot entertainment centre in West Edmonton Mall. The company's long term plans include establishing entertainment centres throughout North America and taking the company public.

949

Helicopter Tours and Mountain-Top Teahouse

Canadian Rockies Touring Ltd. (CRT) and Mountain Wings Helicopters is located in Canmore, a one hour drive west of Calgary. The company provides jet powered helicopters and trail access to one of North America's most unique tourism landmarks - Mount Lady Macdonald Lodge and Teahouse which is located 1000 meters above the valley floor. From its location, the company is poised to meet the needs of more than 4 million annual visitors to Banff, Canmore and the Kananaskis area. CRT has acquired the mountain top site and over the last 9 years obtained all licensing permits and leases. Due to legislation, this product will not be duplicated. The company is broadening its activities from day use to include overnight attractions. CRT is seeking a joint venture/equity partner with food service/accommodation expertise to facilitate this expansion.

RETAIL/WHOLESALE

1626

Commercial Keylock for Car/Truck Washes

E & L Time Savers Systems of Grimshaw has developed a control box for car washes which combines the use of timers with the security and convenience

of the carlock system currently used by truckers at bulk fuel stations. The Time Saver is a stainless steel control box which contains 10 heavy duty timers. Each timer is turned on and off by a key that is inserted into the control box by the customer when he wants to wash. By setting up an account with the car wash business, a customer can use the wash at their convenience and at the end of each month, the client is the billed for the washing hours. They system also operates by coins for non-keylock customers. A Canadian patent has been secured for The Time Saver and 7 units have been installed in Northern Alberta businesses. E & L Time Saver Systems seeks marketing alliances in addition to agents or distributors to market the product in Canada.

1625

Bakery, Coffee Bar, Eatery

Bakerye Corp. presently owns and operates two restaurants in Edmonton. The company's concept combines a bakery, a coffee house, sandwich bar and shelved gourmet items into one contemporary retail outlet ideally located in a shopping mall. From a central production facility and utilizing a rapid blast freezing technology, Bakerye provides its outlets with the bakery products which are then baked fresh on-site. Bakerye Corp. seeks to own and operate a total of three outlets in the Edmonton area, however the longer term objective is to grow into a franchising company. A total of \$420,000 in financing is sought from both passive and active investors. The funds will be used to construct and open the company's third location. In addition, the funds will be used to develop and implement a franchising program based on the Bakerye concept.

1618**Tamarack Products**

Founded in 1980, **Tamarak Wilderness Products** of St. Albert develops and markets recreational products. Its current product is a range of hand crafted hiking sticks made from the tamarack tree. For the past two years, Tamarak has been actively pursuing retail markets for its stick. Currently over 100 retailers are carrying the product in their stores. The company is at the point where to grow, it must aggressively expand its retailer and distributor networks. Financing of \$180,000 is sought from passive and participating investors. Funds will be used to expand production, implement an extensive marketing campaign and to expand the company's product line. Tamarak also seeks marketing and distribution alliance with compatible companies.

1615**Bottled Water Distributor**

Founded in 1992, **Water Boy** produces and distributes steam distilled and reverse osmosis water, and distributes mineral enriched water and spring water from the Rocky Mountains. From the company's 2,500 sq. ft. facility in Grande Prairie, it currently distributes 3,000 to 4,000 bottles monthly. Water Boy services areas in Alberta and British Columbia. The company is seeking \$100,000 or more from passive or participating equity investors or through a strategic alliance. The financing is sought to upgrade the production facilities and distribution equipment, to begin producing a small pack spring water product for domestic and international distribution and to set up a wholesale bottle distribution branch for Western Canada. These areas may be considered one investment or segmented into

two or three separate investments. The percentage of the company available to investors is negotiable.

1614**Bird Feeders and Related Accessories**

Tunnel of Lite Enterprises Inc. of Edmonton is involved in designing, manufacturing, assembling and wholesaling bird feeders and related accessories. The company is poised to capitalize on the rapidly expanding interest in bird watching and feeding in North America. The company's initial product is a Victorian styled "Bird Brite Bird Feeder". It has been introduced at various trade shows and has been well received. A patent is currently pending. The company also considering numerous other products and accessories related to bird feeding. Tunnel of Lite Enterprises seeks \$120,000 in financing from investors to fund the purchase of the necessary vacuum molding equipment to facilitate in-house production. The company already owns the molds. In addition, a marketing alliance is sought with a compatible company to assist in marketing the company's product line in North America.

1596**Motivational Books/CD-ROMs**

SKS Publishing is undertaking a new project featuring CD-ROM and print material products containing 500 short motivational biographies. The company is in the final drafting stages and has established a marketing and distribution plan to target schools, libraries, associations and service clubs in major centers throughout Canada and the U.S. SKS plans to translate the product and distribute it internationally following penetration of the North American market. Currently, SKS Publishing is seeking an

investment partner to provide \$225,000 in equity financing for the production of the CD-ROM and print products.

1594

Portable Golf Ball Washer

Keldane Industries Ltd. of Edmonton has developed a portable, self-contained golf ball washer to be attached to a golf cart or golf bag, called the Port-O-Ball. A working prototype has been competed with the assistance of the Alberta Research Council and patents have been secured for its design and function in Canada and the U.S. Keldane Industries is engaged in ongoing discussions with retail stores and golf equipment suppliers for distribution. The company is currently seeking an investment of \$150,000 to begin manufacturing the product. Keldane is also seeking strategic partners interested in licensing, manufacturing or marketing the Port-O-Ball product.

1593

Fire Retardant Coatings/ Fabric Treatments

Marathon Coatings Technology Ltd., based in Edmonton, has developed a line of specialized fire retardant coating products. These products are currently distributed in Western Canada through an exclusive marketing agreement and a national distribution agreement is close to being implemented with the same firm. A private label agreement for the Canadian market with a second national firm is also being negotiated. Agreements appointing exclusive agents for countries in Asia/Pacific are in effect. Marathon Coatings is seeking exclusive agents for regions in the U.S. and in other international markets. The company is also interested in forming partnerships with corporate distributors interested in carrying the products to be sold under a private label in any market.

1555

"Made in Canada" Stores

Xenon International Marketing Research Inc., incorporated in 1986, carries out market research, import and export consultations and services to Alberta-based companies. In addition, it owns and operates a "Made in Alberta" retail gift store in an Edmonton shopping mall. The company's mission is to open a "Made In Canada" gift store in Seattle, Washington and to franchise this concept through the U.S. The stores will feature the best of Canadian products and culture from across the nation. Xenon is seeking joint venture partners and franchising interest(s) to expand the "Made In Canada" retail stores to several U.S. centres. A strategic alliance partner is sought to help establish the pilot store in Seattle.

1504

Wall Display Systems

Hewitt Manufacturing Co. Ltd. is involved with the manufacturing and marketing of a wall display system for collectible items called "Expand A Frame". The product is the only modular system of its kind currently on the market and is protected by a U.S. patent pending and by trademarks in both Canada and the U.S. The system's frame component is expandable so collectors are able to add on to the system to create a size and shape to fit their desired display size. The card/photo holders are acrylic with magnetic strips and attach easily to the metal backing of the frame. Hewitt is seeking strategic partners which can offer a demonstrated expertise in the distribution and marketing of consumer products and would be able to assist Hewitt in achieving an enhanced presence in key target markets.

1231

Catalytic Heaters and Other Infra-Red Heating Products

Cis-Can Industries has been serving industrial customers with innovative infra-red heating solutions for over 30 years. Cis-Can's main products are the CATA-DYNE infra-red heaters. These heaters efficiently convert hydrocarbon fuels into infra-red energy which provides many advantages over conventional heating. Cis-Can also provides ovens and other related products. The company is interested in working with agents/distributors in South America (e.g. Brazil and Argentina), India and Australia/New Zealand.

1129

Metal Coating Products

North American Chemical Corporation, an Edmonton based company, is involved in the development and application of high quality metal coatings targeted for the fastening, pipe coating, oil and gas, pulp and paper, mining and structural steel industries in Western Canada. The company also holds the North American rights to two metal coatings developed and patented by a leading U.S. firm. North American Chemical Corporation is seeking to establish a coating facility in central Alberta and to bring its proprietary coating products to the marketplace. Equity financing of \$7.5 million is being sought to purchase the facility, equipment and supplies in addition for working capital. Minimum investments of \$1 million are sought.

987

Family-Oriented Restaurant Franchise

Humpty's Restaurants International Inc. is a successful franchiser of a value-oriented family restaurant group operating throughout Western Canada under the "Humpty's" name. These restaurants

provide good value, clean, attractive surroundings and nutritious and varied menus to its family oriented clientele. In 1986, the first franchise opened and currently there are approximately 40 franchises in Western Canada from Winnipeg to Victoria. The company's goal is to have 100 franchised restaurants across Canada by the year 2000. Humpty's is seeking potential franchisees to establish restaurants across Canada and into the United States. A typical investment of \$375,000 will provide a turn-key franchise package for a stand-alone location, while a convenience store/gas bar combination would add approximately \$75,000 to the total cost. Complete information packages are available upon request.

SERVICES

1592

Sales and Services of Laboratory Equipment

Caltec Scientific Ltd. is a laboratory equipment supplies and service company with clients in the medical, scientific, educational and research markets throughout Canada. Caltec serves as a distributor of manufacturers' laboratory products such as: freezers, incubators, glassware washers, biological cabinets, sterilizing systems, etc. The company also provides services and consulting in the areas of: laboratory equipment repair, certification and testing of lab equipment, and preventative maintenance. Caltec is seeking \$500,000 in capital investment and is interested in strategic alliances in the areas of equipment manufacturing and licensing and marketing agreements.

1578

Design, Procurement and Construction

Macdonald Engineering Group Ltd. (MEG) is a full service EPCM firm providing expertise to the oil and gas, power

generation, petrochemical, chemical, refining, telecommunications, and environmental sectors. MEG's experience includes grassroots, plant expansions, retrofit projects in operating and shut-down modes, review of as-builts, enhanced oil recovery systems and facilities, gathering systems, treatment systems, satellites and batteries. The firm typically handles projects in the \$50,000 to \$100 million range, either as the primary consultant or in a support capacity. MEG is seeking strategic alliance partners in order to expand into larger projects and penetrate new international markets. MEG's target markets include: Canada, Oman, Europe, Libya, Nigeria, China and South America.

1561

Professional and Technical Personnel Recruiters

The Design Group, based in Edmonton with offices based throughout Western Canada, has become internationally recognized as a provider of skilled professionals, consultants, contract staff and flexible work teams for industry clients. Incorporated in 1976, the company employs 500 and has annual sales of \$30 million. Its clients include the following industry sectors: engineering, petrochemical, construction, pulp and paper, oil and gas, mining, utilities, and manufacturing. The Design Group is seeking potential strategic partners for joint venture marketing projects or an ongoing marketing agreement.

1495

Publishing of Telephone Directory

Computel Directory Inc. of Edmonton was founded in 1995 to produce an alternative to the telephone advertising directory offered by the local telephone company. In addition to supplying the core products of a traditional telephone

directory, the company will offer new products. Of paramount importance is the company's objective of transferring the product to an electronic media. Projected revenue for Computel Directory for its first year of operation is approximately \$10 million. Equity investment of \$4 million is sought from passive and participating investors with percentage of the company available being negotiable. The funds will be used as initial operating capital.

1335

Consulting Engineering

Infrastructure Systems Ltd. (ISL) is an Edmonton based consulting engineering firm with 45 employees and revenues of about \$4 million per annum. It is a leader in the fields of Municipal/Environmental, Transportation, Bridges/Structures and Land Development engineering. ISL is seeking to form an alliance with firms in other countries so that its high level of expertise can be utilized to implement engineering projects in those countries. The result will be cost effective solutions and transfer of state-of-the-art technologies.

1331

Chemical and Geological Labs

Incorporated in 1948, **Chemical and Geological Laboratories Inc.** is a wholly-owned company, specializing in providing reliable and comprehensive analytical services to industry and government throughout Western Canada. Over the years, C&G Labs has maintained its proud tradition of being on the leading edge of technology, establishing many firsts. The company is interested in strategic linkages with companies possessing complementary services, with a view toward expanding and diversifying C&G's customer base.

1325**Mechanical Engineering Consultants**

Incorporated in 1979, **Allen Wasnea Engineering Ltd.** provides professional mechanical engineering services including site services; air supply and exhaust; cooling and heating; plumbing; and fire protection. With strong computer aided design (CAD) capabilities, the company is able to offer state-of-the-art mechanical systems to the building construction industry. Wasnea is seeking strategic partnerships that will enable it and its partners to expand into additional global markets, be it through local joint ventures or reciprocal agreements with engineering companies in other regions. Wasnea can bring to the partnership particular experience in apartments, hotels, educational institutions, restaurants, and industrial facilities.

1169**Corporate Communications**

Parallel Strategies Inc., of Calgary, provides a full range of corporate communication services. After more than 16 years in business, 90 employees, \$28 million in annual revenues, an international client base, and many national and international awards, prospective clients can have confidence in Parallel's abilities. This company would like to meet companies planning to invest or relocate in Alberta looking to have communications and marketing programs developed and implemented.

1154**Consulting Engineering**

Reid Crowther & Partners Ltd. is an employee-owned Canadian engineering company with 490 employees and annual revenues of \$40 million. It provides

specialist engineering services in the transportation, environmental, municipal infrastructure, water resources and building engineering specialties. Reid Crowther would like to form alliances with organizations requiring Reid Crowther's technical expertise and with those looking to expand their networks and markets where Reid Crowther's experience is of value (e.g.: Southeast Asia, Latin/South America and Africa).

1141**Consulting Engineering**

A.D. Williams is a consulting engineering firm with 50 employees. It offers multi-discipline engineering, materials testing services and prime consultant services to clients through its offices in Edmonton, Calgary and the Northwest Territories. Among its prime areas of focus are: airports, building systems, industrial, advisory services, environmental, geotechnical and materials testing, and cold climate. It is seeking to form strategic alliances with firms that would require its technical expertise for infrastructure facilities, environmental engineering and site remediation, fuel handling and storage systems, etc.

1105**Materials Engineering and Testing**

Over the past five years, the **Canspec Group Inc.** has emerged as North America's largest independent materials engineering and testing company. This Calgary-based company, is well known for its non-destructive testing (NDT) for pipelines, as well as its work in a variety of industries like oil and gas refining, petrochemicals, and pulp and paper. Canspec, which has extensive worldwide experience, seeks partners that would further enhance Canspec's presence in these markets.

1100**Engineering: Design and
Project Management**

Acres International Ltd. is a major consulting engineering company, wholly-owned by senior employees. Founded in 1924 in Ontario, the Calgary operation was established in 1969 and now employs 40 people. The Calgary branch of Acres is interested in providing engineering and environmental services to companies planning to establish facilities in Alberta, the Northwest Territories and the Yukon. The company is also interested in strategic alliances with companies possessing complementary skills.

1024**Electrical and Mechanical
Engineering**

Hemisphere Engineering Inc., established in 1957, provides professional mechanical and electrical engineering services. It serves a broad international client base which has most recently been expanded to include Eastern Europe. A recent company project involves the engineering work on the \$150 million disease control laboratories for the Canadian government. The project has high-tech engineering requirements for pressurization and extreme cleanliness. Hemisphere is presently involved in the world-renowned Francis Winspear Centre for Music in Edmonton, on which construction is underway. The company seeks a strategic partnership that would allow both parties to expand their global markets. Hemisphere is also interested in entering into a reciprocal arrangement with an engineering firm in another region.

TRANSPORTATION**1496****Aircraft
Painting and Maintenance**

Aero Paint Canada Inc. is a service business which specializes in the painting of rotary and fixed wing aircraft. From its facilities at the Cooking Lake Airport, the company provides a broad range of services relating to aircraft maintenance and refurbishing. The company offers a complete sheet metal facility, interior refurbishing, windows and other related aircraft parts, avgas, a pilot's lounge and a courtesy vehicle. Aero Paint Canada is seeking a strategic alliance partner involved in the manufacturing of aircraft parts which would subsequently require painting. Prospective partners should be in a position to offer products or services that will complement the company's marketing and sales efforts.

1494**Engineering Consultants**

Amtech Aeronautical Limited provides specialize engineering and project management services in the aeronautical systems, science and engineering disciplines and in the development of eletro-mechanical systems. Incorporated in 1991, the company employs 5 in addition to having 4 Associates. Amtech maintains modern engineering facilities that include CAD and analysis capabilities. Recently, Amtech initiated action which will lead to accreditation to ISO 9001 and the company has opened an engineering facility in Calgary to complement its Medicine Hat operations. Amtech is seeking to establish strategic alliances with companies who can provide marketing expertise and contacts for technical/engineering services internationally. Aeronautical, aviation or aerospace experience would be a desirable attribute.

1493**Aircraft Modifications
and Repairs****Alberta Aircraft Overhaul (1987) Ltd.**

completes modification and repair work on small, medium, and large aircraft for local, regional, national and international air carriers. Located in Calgary, the company includes two sheet metal fabrication shops, aircraft maintenance, an active aviation parts sales department and has set its goals on expanding its technical and engineering capabilities. Alberta Aircraft Overhaul employs 30 and has annual sales of \$2.3 million. It wishes to establish a strategic alliance which will aid in the development and support of a major long term aerospace manufacturing program. Alberta Aircraft would be willing to enter into a joint venture which will utilize the company's prototyping, fabrication and technical expertise in the development of this program.

1489**Aircraft Maintenance
and Modification**

CAE Aviation Ltd. is a wholly owned subsidiary of CAE Inc. of Toronto, Ontario. CAE Aviation is a full-service provider of aircraft maintenance, modification and publications services with a reputation for high quality work. The company is currently seeking strategic alliances that will assist the company's efforts to expand its presence in areas of opportunity strategic to the company. Prospective partners will have a demonstrated expertise and successful track record of conducting high level marketing initiatives with preferably overseas military organizations. They will also offer products, services or technology that can complement CAE's present business activity in the publishing of technical manuals.

1486**Structural Repair
of Aircraft****Aircraft Training and Technical
Services (ATTS) Ltd.**

provides structural repair and overhaul of light/medium aircraft, as well as basic training of technicians. This Edmonton-area company was founded in 1994 and has 2 employees. ATTS also provides technical consulting, corrosion inspection services, corrosion removal, repair and prevention services, and installation of modifications. Its training services component is composed of introductory seminars, safety seminars, technical books and video series and career planning. ATTS is looking to form a strategic alliance with a company or companies to supply aircraft parts and also with brokers who require refurbishing of aircraft.

1480**Aircraft Propeller and
Governor Specialists**

Western Propeller is a wholly-owned limited corporation founded in 1947 and is dedicated exclusively to the repair and overhaul of propellers, governors, and associated controls and accessories. The company has a network of three strategically located services centres in Canada: Edmonton, Alberta; Richmond; B.C.; and Winnipeg, Manitoba. Western Propeller also provides special services of Cadmium Electro-plating, Chromic Acid Anodizing, Non-Destructive Testing and in-house machining and media blasting. The company is seeking strategic alliances with compatible companies to help expand its propeller/governor marketing and sales efforts worldwide.

Corporate Aviation Management Services

Joint Aviation Group of Edmonton has been formed to provide affordable air transportation services for companies and corporations on a management contract basis. The company intends to provide dedicated transportation services to individual corporations. Operating under a management contract, Joint Aviation Group will: provide a flight operations department dedicated to the client's travel needs; acquire, operate and maintain independently, an aircraft capable of meeting the client's needs and provide superior service with respect to travel time, costs and comfort. Joint Aviation Group is seeking financing of \$780,000 which can be a combination of debt and equity.

Avionic Services

Western Avionics, one of Canada's most modern and well equipped avionics facilities, offers a full complement of diversified avionics services including equipment overhaul, retrofit and new aircraft installations, specialized manufacturing and new product research and development. In addition, the company is an authorized service and warranty centre for most major avionics manufacturers. Western Avionics is a Transport Canada Approved Maintenance Organization and a Transport Canada Design Approval Organization, in addition to having ISO 9002 certification. The company is looking at a range of strategic alliances possibilities including joint venture, licensing, marketing, and technology transfers. It is also seeking a complementary party for aircraft retrofitting.

Chartered Executive Jet Service

Corporate Aviation Services Inc., an Edmonton based company, is poised to deliver an executive class aircraft charter service to the Edmonton market and surrounding areas. The company has identified a fully licensed and operating charter business available for acquisition and expansion. To date, the owner has committed the initial seed capital towards the acquisition of regulatory approvals and the initiation of a contract sales campaign. Corporate Aviation is seeking \$500,000 in equity investment to complete the acquisition and expand the enterprise to profitability. The funds will be raised by way of redeemable preferred shares and will offer investors the opportunity to share in the company's future through dividends and capital gains.

REGISTRATION/RESPONSE FORM

Yes, I would like to participate in the **Investment Matching Service of Alberta**. I understand that this confidential, professional service is provided at no cost to potential investors and Alberta companies seeking investment capital or strategic alliance partners.

- ☐ Please add my name to the mailing list for future volumes of the **Investment Matching Service of Alberta Catalogue**.
- ☐ My company is seeking investment capital and/or strategic alliance partners and I would like further information on registering with the **Investment Matching Service of Alberta**.
- ☐ I am searching for qualified investment opportunities and would like to be registered with the **Investment Matching Service of Alberta**.
- ☐ I am interested in the following specific opportunities:

Reference Number:

Description:

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_____	_____
_____	_____

Company Name: _____

Contact Person Name: _____

Title: _____

Address: _____

City: _____

Province: _____

Postal Code: _____

Telephone Bus: _____

Facsimile: _____

Mail or Fax this form to:

The Investment Matching Service of Alberta
Alberta Economic Development and Tourism
4th Floor, Commerce Place
10155 - 102 Street
Edmonton, Alberta, Canada T5J 4L6
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